

STATE OF ILLINOIS

ILLINOIS COMMERCE COMMISSION

North Shore Gas Company	)	
	)	
The Peoples Gas Light	)	
and Coke Company	)	Docket No. 10-0565
	)	and 10-0566 (cons.)
Petition Pursuant to Rider EEP	)	
of Schedule of Rates for Gas	)	
Service to Initiate a Proceeding to	)	
Determine the Accuracy of the	)	
Rider EEP Reconciliation Statement	)	

DIRECT TESTIMONY OF  
ANNETTE BEITEL

1 Q. Ms. Beitel, please state your name and business address.

2 A. I am Annette Beitel. I am principal in and President of Future Energy  
3 Enterprises, LLC, a clean energy consulting firm I co-founded in 2007. My  
4 business address is 1014 Pontiac Road, Wilmette, Illinois 60091.

5 Q. Please summarize your qualifications.

6 A. I have worked for fourteen years in the energy efficiency field. I started my  
7 career in energy efficiency at Pacific Gas and Electric Company ("PG&E"), based  
8 in San Francisco, California, which has the largest portfolio of energy efficiency  
9 programs in the world. For the first two years, I was PG&E's attorney supporting  
10 PG&E's energy efficiency ("EE") programs. My duties included contract review  
11 and approval, risk management, regulatory and general advice and counsel. I  
12 then was invited to become a manager in PG&E's Customer Energy  
13 Management Group, where I managed a group of over 20 staff and was

14 responsible for several functions, including energy efficiency program  
15 procurement, contract negotiation and administration and a portfolio of EE  
16 programs with a budget of \$53 million. I subsequently became a principal in  
17 PG&E's Energy Procurement Department, where I led the procurement and  
18 performance-based contract negotiations for \$153 million in new EE programs for  
19 PG&E, resulting in forty-nine new programs from thirty-one energy-efficiency  
20 implementers. The new programs resulting from the competitive solicitation I led  
21 reduced PG&E's overall EE portfolio costs by over 10%. I also chaired and ran  
22 the EE Program Advisory Group comprised of California Public Utilities  
23 Commission staff, consumer and environmental groups, and national and  
24 international experts who met regularly to advise on EE portfolio and program  
25 design, procurement, administration and implementation.

26 I left PG&E in 2007 and became a consultant. As a consultant, I provide  
27 advice on EE portfolio and program oversight, design, administration, and  
28 implementation and on other clean energy solutions to clients based in Illinois  
29 and outside of Illinois. In Illinois, I am the independent facilitator of the Energy  
30 Efficiency Stakeholder Advisory Group, an advisory group established by the  
31 Illinois Commerce Commission to review Commonwealth Edison Company's, the  
32 Ameren electric utilities' and the Department of Commerce and Economic  
33 Opportunity's progress towards achieving statutory electric energy efficiency  
34 goals and to continue strengthening the portfolio.

35 I received my Bachelor's degree in biology, with honors, from Wellesley  
36 College, my Master of Science in Technology and Policy, with a concentration in

Environmental Technology and Policy, from the Massachusetts Institute of Technology, and a J.D. through study at New York University and Harvard Law Schools.

Q. What are your responsibilities specific to North Shore's and Peoples Gas' Rider EEP, Enhanced Efficiency Program?

A. I am the Contract Administrator for the Chicagoland Natural Gas Savings Program, which is the Program established to implement Peoples Gas' and North Shore's Riders EEP. See Section III of NS-PGL Ex. 3.1 and NS-PGL Ex. 3.2 for a description of Contract Administration.

Q. Please describe NS-PGL Ex. 3.1 and NS-PGL Ex. 3.2, attached to your testimony.

A. NS-PGL Ex. 3.1, which I jointly sponsor with witness Patrick Michalkiewicz (it is NS-PGL Ex. 2.1 of his testimony), is North Shore's Rider EEP Statement of Activity for the program period from July 1, 2009, through June 30, 2010. It is broken down into five sections and includes the following information:

- Descriptions of Programs Implemented;
- Performance Modeling and Cost Effectiveness Calculator;
- Contract Administration;
- Expenses and Measures; and
- Performance Metrics

NS-PGL Ex. 3.2, which I jointly sponsor with witness Patrick Michalkiewicz (it is NS-PGL Ex. 2.2 of his testimony), is Peoples Gas' Rider EEP Statement of

59 Activity for the program period from July 1, 2009, through June 30, 2010. It is  
60 broken down into five sections and includes the following information:

- 61 • Descriptions of Programs Implemented;
- 62 • Performance Modeling and Cost Effectiveness Calculator;
- 63 • Contract Administration;
- 64 • Expenses and Measures; and
- 65 • Performance Metrics

66 Q. Does this complete your direct testimony?

67 A. Yes.